# LYON METAL PRODUCTS, INCORPORATED

GENERAL OFFICES AURORA, ILLINOIS

May 24, 1946

JUN - 9 1946

ALL LYON DEALERS

Subject: Revised Shop Equipment Prices

Gentlemen:

On the basis of recently issued OPA rulings we are advancing prices on the items listed in this letter. Please make the corrections on the pages indicated in your dealer net price list No. 361, mailed to you with our letter of April 30, 1946, pending your receipt of a new price list which we are now preparing.

| Price List Page No. | Product | Product No. | New Net Price |
|---|---|---|---|
| 3 | Drawing Table | 2330-11 | $24.50 |
| 6 | Steel Desk, Desk-Hi Type | 2131-13 | 13.50 |
| 6 | Steel Desk-Counter Type | 2131-14 | 12.75 |
| 6 | Cabinet Desk | 2131-16 | 26.10 |
| 6 | Wall Desk | 2131-17 | 8.50 |
| 10 | Swinging Panel Unit | 13-4 | 25.25 |
| 11 | Extra Drawer Divider | 81-11 | .04 |

The above items have been suspended from price control, both at the manufacturer's level and at your resale level so that these items may be sold at a price including your normal mark-up.

We are still continuing our fight with OPA to allow selling prices which will permit our dealers their full normal mark-up. Should we be successful, we will again return to a Price List showing Dealer List Prices subject to our customary discount, in which event we will issue a complete new price list.

We hope that we will be successful with OPA, so that we can return to List Prices which would simplify your present pricing problems and remove many headaches for all concerned. Realizing that you have a problem in determining your ceiling selling prices from our present net prices, we are now preparing a Conversion Chart, which you can use as a worksheet price list. This should be mailed to you within the next 10 days and will be a short-cut simple method for you to use in establishing your new selling prices within OPA ceilings.

At this writing, due to the coal and railroad strikes, the outlook for deliveries is again pessimistic due to the sharp reduction this has meant in steel production and in our raw material receipts.

We are extremely hopeful that this situation will soon be remedied so that about July 1 we again can resume increased shipments of shop equipment against your orders.

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